

**Next Meeting – Coding and Billing Workshops:**

**Independent CRHCs**

Tuesday, September 5, 2006

9:00 a.m. – 4:30 p.m.

Kearney Holiday Inn

**Provider-Based CRHCs**

Wednesday, September 6, 2006

9:00 a.m. – 4:30 p.m.

Kearney Holiday Inn

## **Certified Rural Health Clinics**

*Meeting Summary*

May 12, 2006

Kearney Holiday Inn

**Clinics Present:** Arnold, Callaway, Henderson, Tilden, Curtis, Pender, Hebron, Kimball (2), Franklin County (3), Gothenburg, Tri-Valley (2), Central City, Bassett, Howard County

**Others Present:** Medicaid – Jane Athey, Jean Jochum, Danny Vanourney

BC/BS – Malinda Stanley, Mary Phillips

Mutual – Alicia Sigler

Lesley Bollwitt – Good Samaritan Hospital and Nebraska Statewide Telehealth Network

Julie Smith – CIMRO

Janet Lytton and Jo Fuller – Rural Health Development

Denny Berens – Nebraska Office of Rural Health

(We will be forwarding via email some of the handouts from this meeting to all CRHCs.)

### **1. FI Updates:**

A. Mutual – CRHC Workshop on June 28, from 9:00 a.m. – 3:00 p.m. at the Doubletree in Omaha; call (402) 351-6419 for more information.

B. BC/BS – July and August Workshop on Medicare 101. Also an “*Ask the Contractor Teleconference*” Conference will be on July 11 and PPS teleconference will be on August 8. BCBS is interested in staying in the Medicare business and is working with other organizations as a new request for proposal becomes available.

C. Medicaid – No report

### **2. USAC Funding for CRHC – Lesley Bollwitt**

(E-mail of handouts will be sent)

Dennis Berens asked all of the CRHCs, especially the CAH-connected clinics, to consider application for USF subsidies to enable the placement of high-speed telecom lines into the clinics. All CRHCs are eligible for this subsidy funding. A business plan will need to be developed and training sessions held before beginning.

Lesley reviewed the history of the fund, the application process, funding examples and rate information. Lesley has offered to help any clinic apply for USF moneys (call 308/865-2703). Applications should be ready for a Spring 2007 application.

### **3. The Nebraska Registry Partnership – *Julie Smith***

(Email was sent on this handout)

Julie noted that the Nebraska Registry Partnership has finished most of the contracted work already. Training should be in early May for the seven clinics agreeing to be in this pilot project. All CRHC members are encouraged to go to [www.docsite.com](http://www.docsite.com) to review the model chosen for this registry model. The focus in Year 1 is Diabetes and Cardiovascular Care (see handout for measurement and goal information). Dennis noted that all CRHCs should consider a registry model to help provide care and to get started using a telecommunications model. This model also should help with pay for performance.

### **4. Medicare Part D/Advantage Program – *Jerrell Gerdes***

Jerrell noted that most companies are paying cost-based reimbursement, but may have to be challenged to bring about cost-based reimbursement. Wal-Mart and Walgreens information systems have been helpful to some consumers in finding the best fit of prescriptions/insurance. Small pharmacies are struggling due to slow reimbursement and reduced fixed costs. He noted that Medicare is creating a standardized form for all insurance companies to use on their clients.

He also noted that many providers are not signing with any Advantage program due to reimbursement concerns. Jerrell noted that some providers do not take Advantage plans.

Janet Lytton also noted that all Advantage customers' records should be kept separate for tracking and auditing purposes.

### **5. Billing of Coding Workshops – *Janet/Dennis***

Janet asked all CRHC what information should be included in this year's workshops. She noted that BC/BS will help with the front end of the training. Requests to date include: coding and billing 101, regulation changes, Advantage billing, Telehealth billing, LTC visit billing. Any additional issues should be emailed to Dennis Berens at [dennis.berens@hhss.ne.gov](mailto:dennis.berens@hhss.ne.gov) as soon as possible.

The Independent Clinic session will be on September 5th from 9:00 a.m. – 4:30 p.m. The Provider-Based Clinic session will be on September 6th from 9:00 a.m. to 4:30 p.m. Both will be held at the Holiday Inn in Kearney. The sessions are free and are at the front-end of the Annual Nebraska Rural Health Conference that begins on Thursday, September 7th. Send participant information to Dennis Berens.

## **6. Telehealth – Dennis for Laura Meyers**

(See e-mail handout)

67 rural hospitals, 18 hub hospitals, and 7 Omaha hospitals are already connected. A varied usage is evident with administrative meetings and education leading the way. The next priority is to create the next organizational structure to address telehealth and EHR utilization. CRHCs are encouraged to go to their nearest hospital for a Boot Camp presentation held on June 6, 2006, from 1:30 – 2:30 p.m. This session will address the role of a coordinator in telehealth. For more information, contact Laura Meyers at [laurameyers@charter.net](mailto:laurameyers@charter.net)

## **7. Other Issues**

- A. FQHC members are encouraged to go to the CMS web site:  
[www.cms.hhs.gov/center/fqhc.asp](http://www.cms.hhs.gov/center/fqhc.asp) to review the information about becoming an FQHC. Some clinics may want to move to that model. We still have places in rural Nebraska that could establish a CRHC.
- B. On May 24<sup>th</sup> at 2:00 p.m. CDT is a call-in presentation on CRHC – role of the policy and procedures manual, an explanation of what constitutes an RHC visit, and an introduction to the RHC cost report. Call-in number: 1-888-259-2603, passcode # 107208. Email site for more information is: <http://ruralhealth.hrsa.gov/rhc/>
- C. Web-sites are now viewed as the most believable for health care information. RHC patients may be visiting: [google.com](http://google.com), [mammahealth.com](http://mammahealth.com), [healthline.com](http://healthline.com), [kosmix.com](http://kosmix.com), or [WebMD.com](http://WebMD.com). The Clinics should check out these sites also.
- D. Health Information Security and privacy collaboration models, along with Regional Health Information organization models. H&HS (CMS) are pushing new electronic connections in order to lower health care costs and improve quality. CRHCs are encouraged to read about these changes. A good website for both is the H&HS Web. For privacy and security, go to [www.rti.org/HISPC](http://www.rti.org/HISPC)
- E. Workforce: Dennis noted that there is a growing market for mid-level providers. Alegent has opened two mid-level clinics in Omaha, 10 Hy-Vee stores will have clinics soon, and Wal-Mart, CVS, and Targets may also open clinics this year. Nebraska could see 20+ mid-level clinics this year. He encouraged clinics to recruit local people to train and return to rural areas in order to ensure a supply of mid-levels for CAHs and CRHCs. He also encouraged regional discussions and

planning on utilization of professionals in all health care. Should EMTs be utilized in a better way to assist primary care and public health?

F. “*If Disney Ran Your Hospital*” by Fred Lee. Dennis reviewed several insights from this book to those members present. One of the key messages is that health care entities and providers must become more “market or customer” focused. Outcomes of perceptions come from different areas and the use of the Internet enables consumers to find information or providers in many areas. Dennis encouraged the clinics to stay focused on the customer, and planning for sustainability and quality will be part of that new vision.

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As soon as possible, please send any questions to the Office of Rural Health,  
Phone: 402-471-2337 or Fax: 402-471-0180 or Email: [dennis.berens@hhss.ne.gov](mailto:dennis.berens@hhss.ne.gov)